

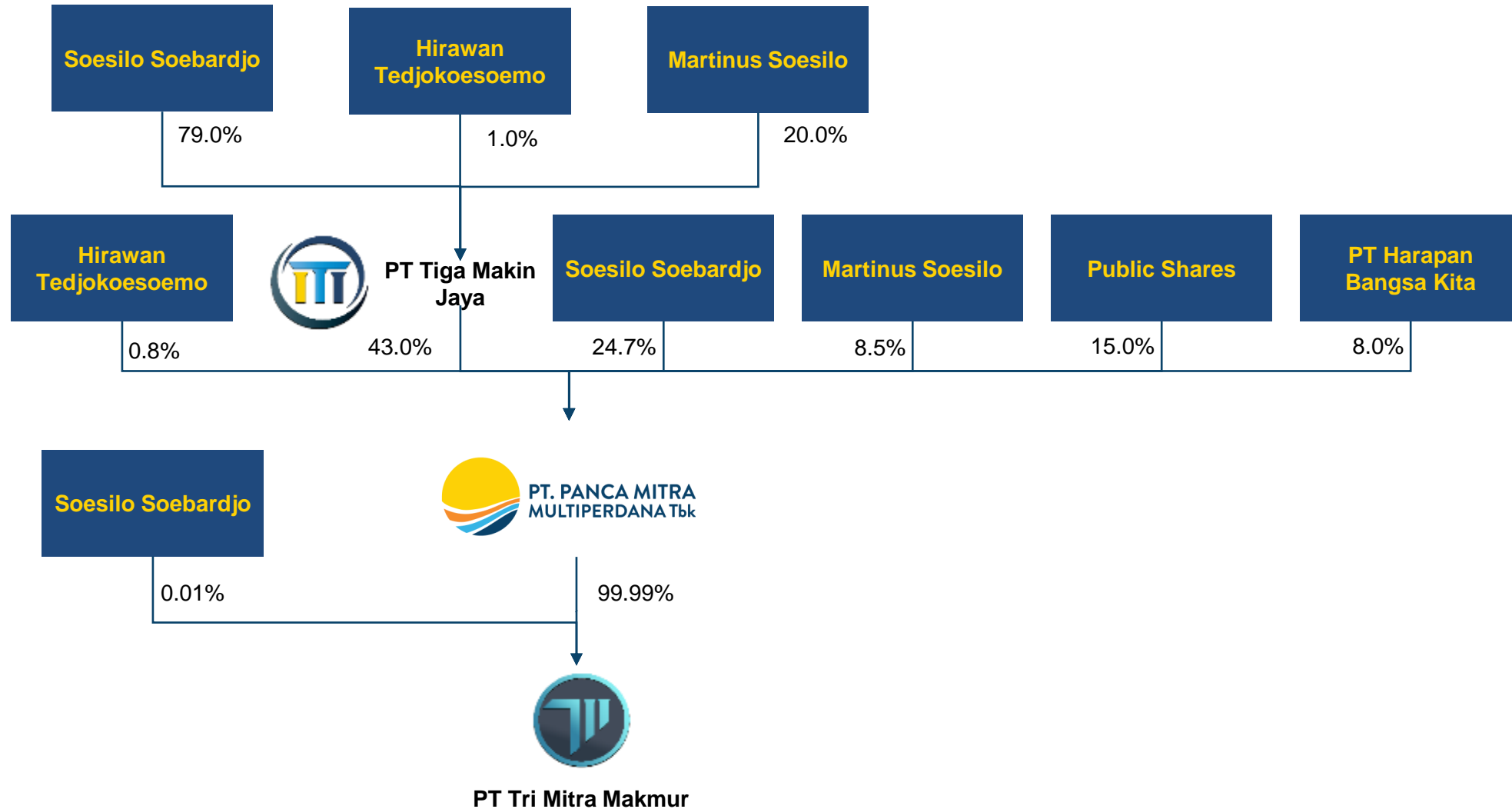
PUBLIC EXPOSE 2022

PT Panca Mitra Multiperdana Tbk

11 July 2022

COMPANY OVERVIEW

Shareholder Structure



Production Facility

Our facilities are located in East Java and North Kalimantan:



8 Plants

Production Capacity:
27,100 Tons / Year



26 Cold Storages

Storage Capacity:
46,000 Tons

PMMP's Integrated & Modern Facility in Situbondo




























PMMP's Cold Storage and Production Facility



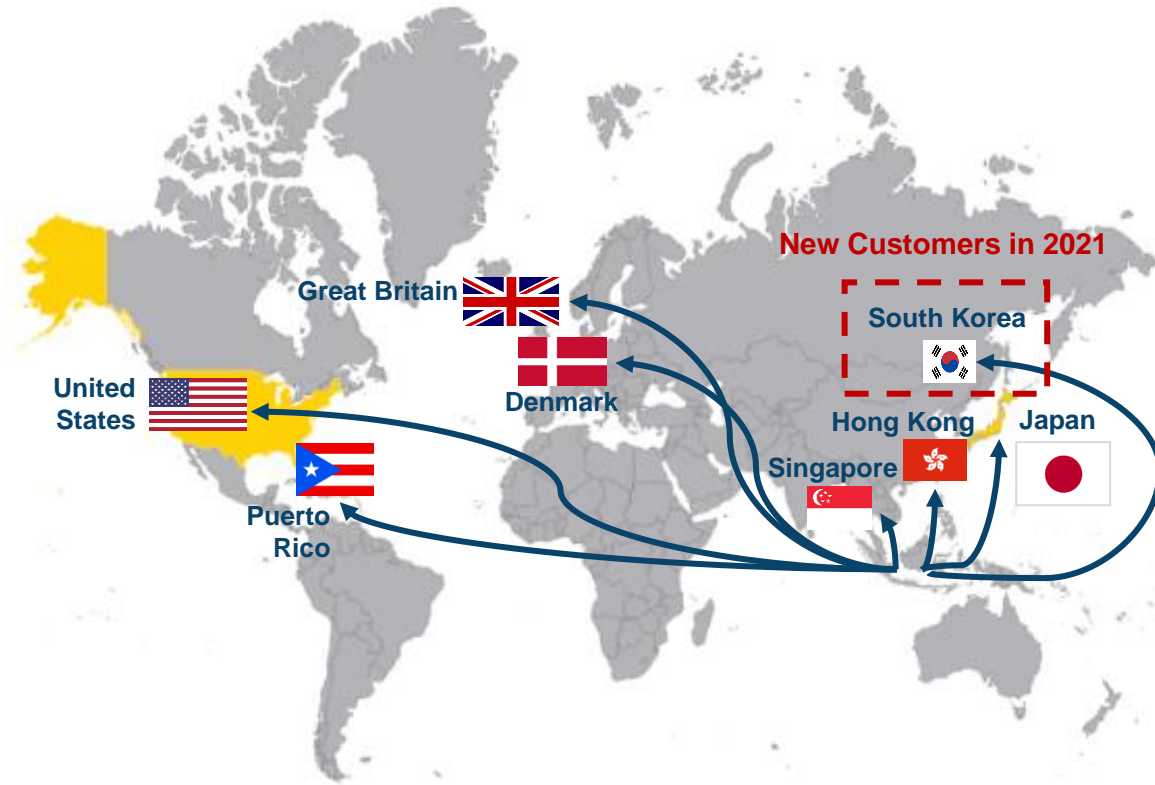
Production Facility

PMMP's Installed Facility

Location	Situbondo						Tarakan	
Plant	PMMP 1	PMMP 2	TMM 1	TMM 2	TMM 3	TMM 4	PMMP	TMM
Production Capacity (Ton)	5,000	6,500	1,800	4,500	3,500	2,000	1,900	1,900
Cold Storage Capacity (Ton)	10,500	10,000	500	16,000*	8,000	16,000*	500	500
Goods Produced	 Raw  Cooked  Nobashi  Sushi Ebi	 Raw  Cooked	 Breaded  Raw Tempura	 Raw  Cooked	 Breaded  Cooked Shrimp Ring  Marinated Shrimp	 Breaded  Pre-Fried Breaded	 Raw	 Raw
Export Segmentation								

PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

Sales Portfolio - Export



Main Business Partners

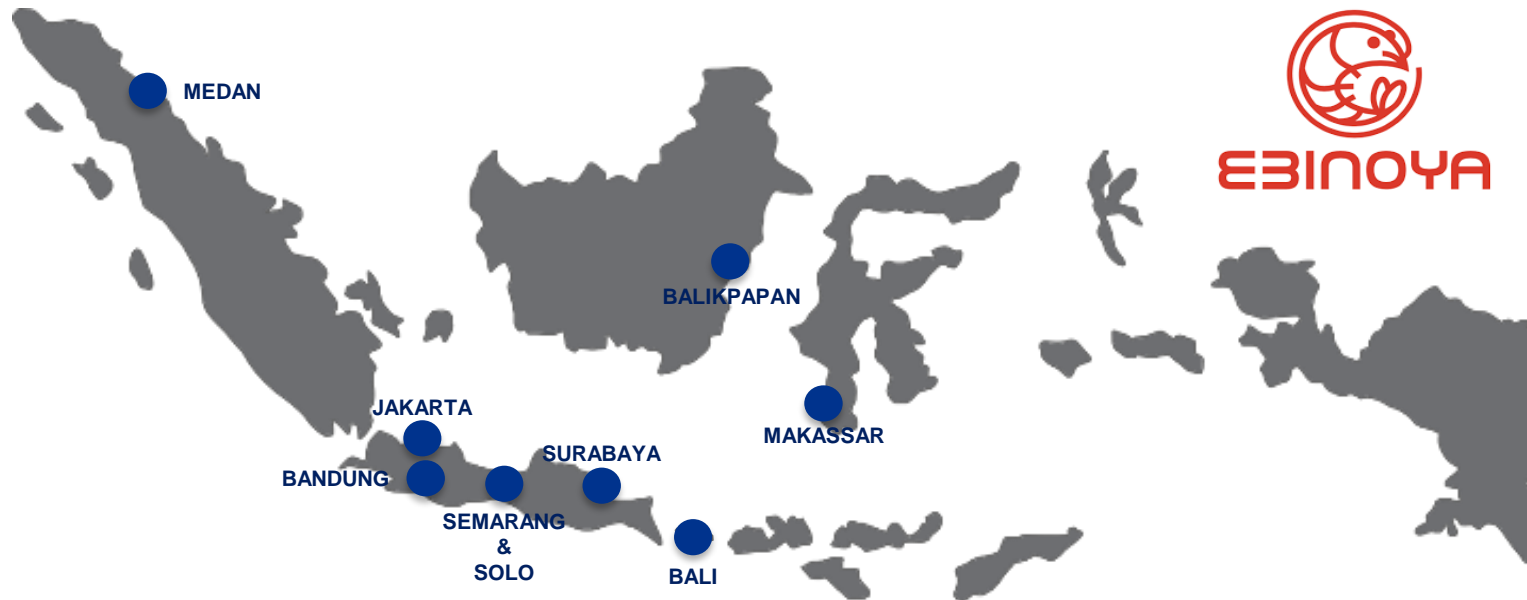
Others						

Main Products

Commodity Products						
	Raw Shrimp		Cooked Shrimp			
Value Added Products						
	Breaded and Pre-Fried Breaded	Sushi Ebi	Nobashi	Raw Tempura	Cooked Shrimp Ring	Marinated

Sales Portfolio - Domestic

Ebinoya Online Distribution



Ebinoya Product



New Partnership in 2021

Ebinoya Logistic Strategic Partner



MULIA RAYA

Ebinoya Offline Distribution Partner



LOTTE Mart



Ebinoya Certification



Focus on ESG Implementation



ENVIRONMENTAL

Waste Management:

- Waste disposal procedure is established.
- External waste collection container is clearly defined and covered.
- Solid waste from product (shrimp head and shell) has been collected by subcontractor.
- Verified contract agreement with Shrimp Waste vendor.
- Polybag and carton waste with trade-marked will be destroyed first prior send to waste contractor.
- Hazardous material waste has been collected by licensed contractor.

Environmental Sustainability:

- Partnership establishment with NGO and governing body to preserve ecosystem and create sustainability.



SOCIAL

Employee Benefit:

- Excellent workers involvement and protection.
- Anti-discrimination policy and Gender-diverse leadership level.
- Affordable access to essential needs.
- Essential needs support to Covid19 positive patients.
- Fair Remuneration.
- No Child Labor.
- Daily distribution of Vit. C to all workers

Corporate Social Responsibility:

- Yearly essential needs donation to local community.
- Medical equipment donation (masks, vitamins, PPE, face shield, etc.) to local hospitals.



GOVERNANCE

Corporate Governance:

- Whistleblowing implementation on all level of employee.
- Implementation of anti-corruption and anti-bribery policy.
- Bipartite Forum consisting representatives of workers and management, formed to discuss all workplace issues.
- Internal Control System

Stakeholder Management:

- Government Relation Department
- Investor Relation Department
- Local Community Engagement Program

Business Expansion Strategy Plan

MAXIMUM AMOUNT OF SHARE ISSUANCE WITH PRE-EMPTIVE RIGHTS

The Company is planning to increase its capital through PUT I by granting Preemptive Rights, with plans to issue new shares with a nominal value of Rp. 100 (one hundred Rupiah) per share in a maximum of 784,000,000 (seven hundred and eighty four million) new shares (“New Shares”). The maximum number of shares is an estimate and the final structure will be determined in accordance with applicable regulations.

ESTIMATED SCHEDULE

In accordance with Article 8 paragraph (3) of POJK 32/2015, the period between the date of approval of the General Meeting of Shareholders ("GMS") in connection with the PMHMETD plan to the effective date of the registration statement is not more than 12 (twelve) months.

USE OF PROCEED

- Construction of a new factory (9th factory), alongside with the purchase of machinery and its supporting facilities to increase the production of Value-Added Shrimp;
- The remainder will be used for the Company's working capital which will be used to purchase raw materials and supplemental materials for the Company's operational and production activities.

PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

Business Expansion Strategy Plan

2022 – 2023

PMMP's Expansion Layout



9th Plant's Focus Product



Regular
Cooked



Cooked
Shrimp Ring



Cooked in
Shell



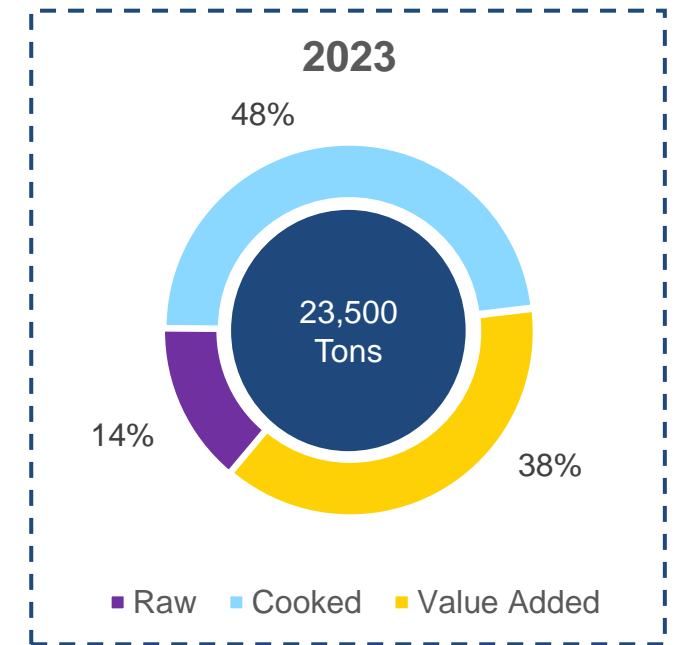
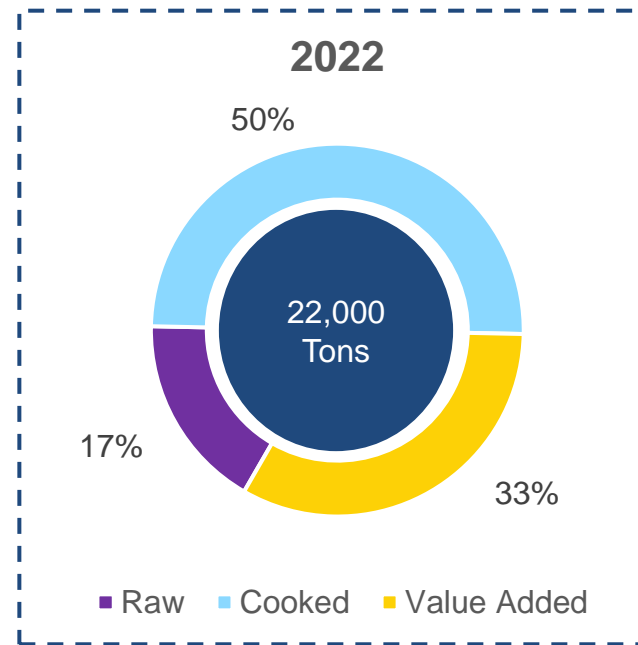
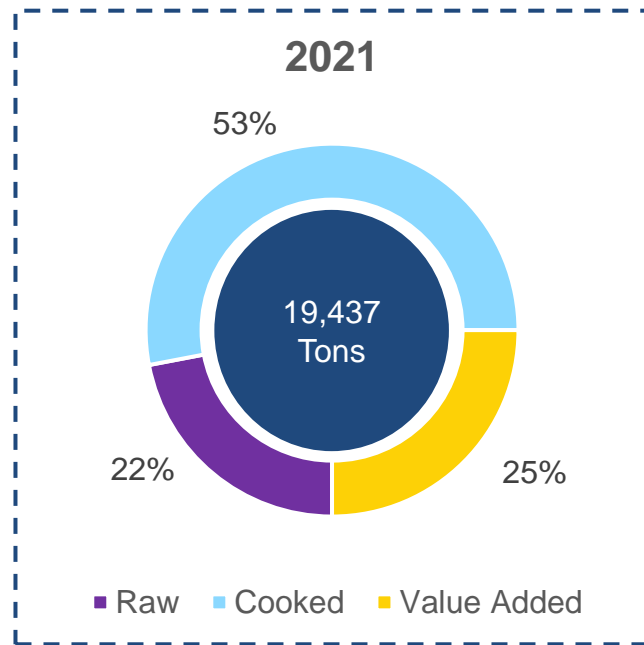
Sushi Ebi
Shrimp

Business Strategy

- Expanding B2B domestic market and B2C retail e-commerce (**Ebinoya**).
- Higher market penetration in **USA** and **Japan** market.
- Product mix shifting towards Value Added Product to **improve margins**.
- Strategic Partnership with PT Harapan Bangsa Kita (**GK Hebat**) to improve productivity and efficiency, namely:
 - ❖ Solar Panel Installment
 - ❖ Human Resource System Digitalization
 - ❖ New Business for Domestic Retail Market with Yang Ayam & Sang Rasa

Business Expansion Strategy Plan

2022 – 2023



- With the additional capacity from PMMP's 8th plant, which was fully utilized in Q1 2022, PMMP targets an increase of 12% to 13% in sales, from 19,4k tons in 2021 to 22k tons in 2022.
- Aligned with PMMP's business strategy to focus on Value-Added products, PMMP aims to increase Value Added sales portion from 25% in 2021 to 38% in the next two years.

PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

Key Events in 2021



JANUARY
Groundbreaking PMMP 8th Factory



FEBRUARY
Grand Launching of **EBINOYA**



MARCH
New Product :
Garlic Butter Marinated Shrimp



APRIL
Corporate Social Responsibility
Covid-19 Recovery Aid



MAY
New Export Destination : Great Britain
First Export to the Great Britain



JUNE
1H 2021 USD 85 Million Sales Recorded
Achievement of US\$ 85 million sales for 1H 2021



JULY
Covid-19 Vaccination Program



AUGUST
Annual General Meeting Shareholders



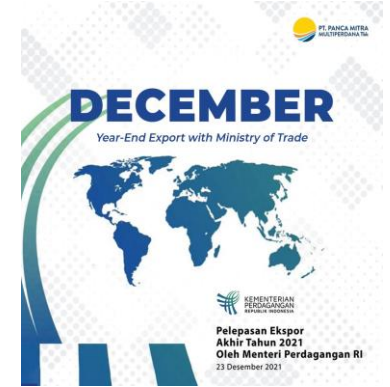
SEPTEMBER
PMMP 8th Factory Opening
Initial operations of the Company's 8th Processing Plant



OCTOBER
New Product :
Pre-Fried Breaded Shrimp



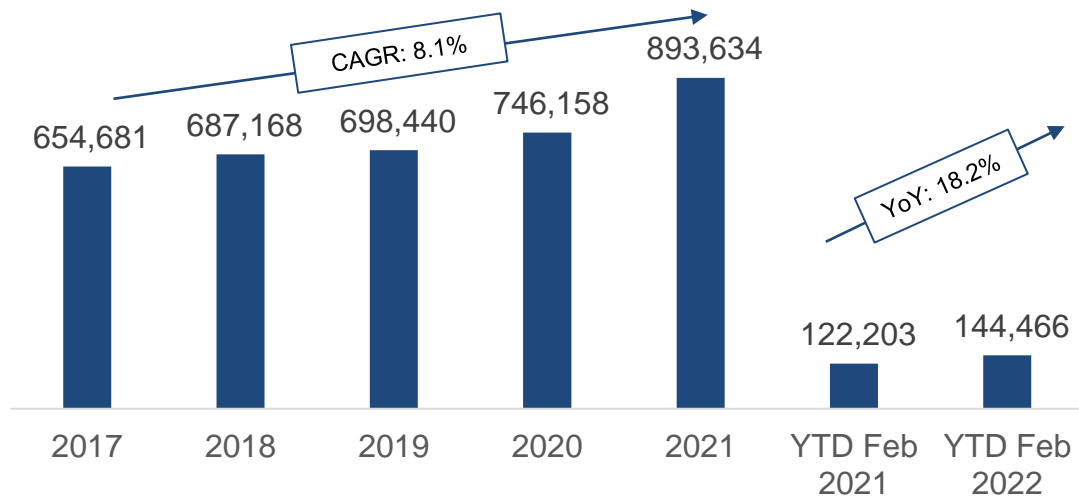
NOVEMBER
Strategic partnership agreement with GK Hebat & Mulia Raya Agrijaya



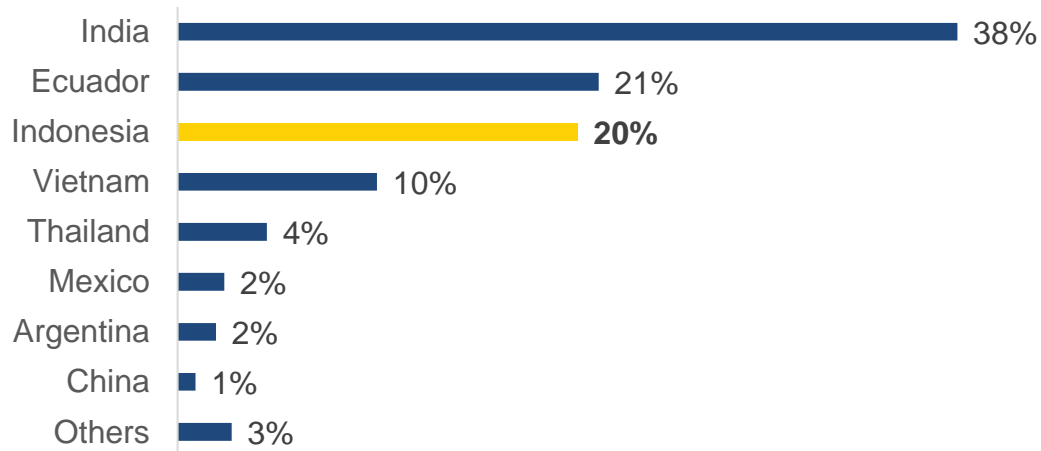
DECEMBER
Year-End Export for 2021 with the Ministry of Trade

Industry Overview

Volume of shrimp imports in US (US Tonnes)

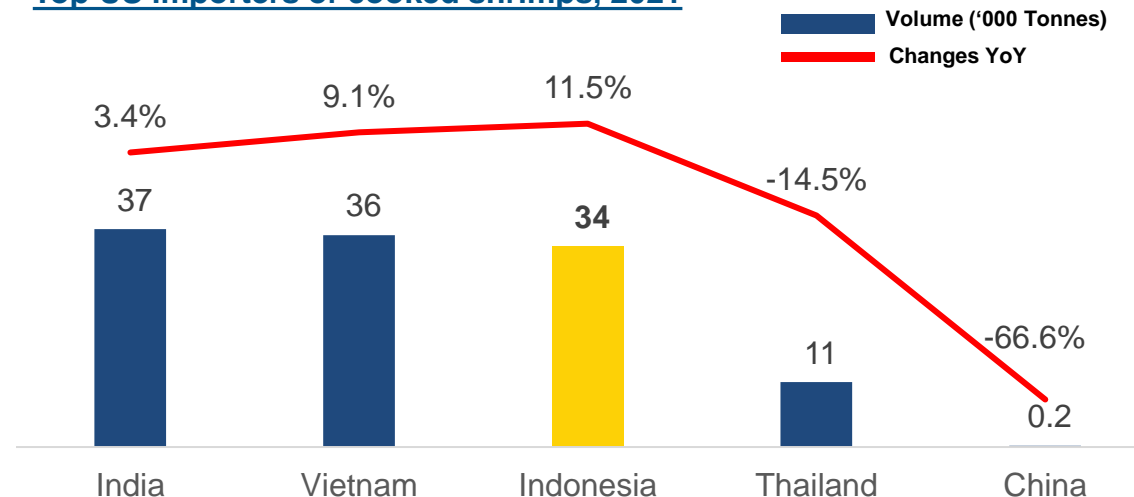


Top Shrimp Supplying Countries to the US (2021)

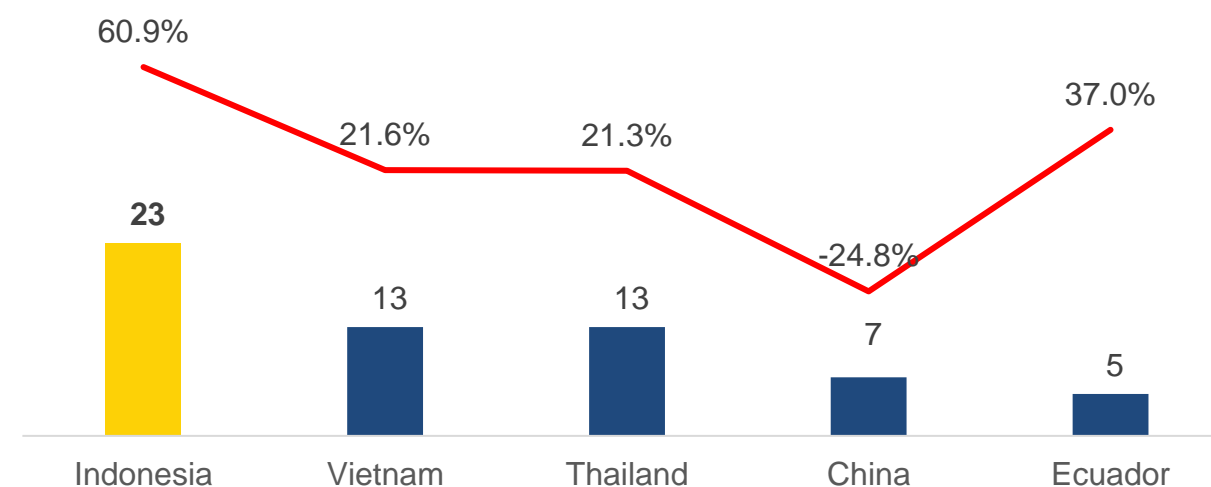


Source: IMF, NOAA, Uner Barry

Top US importers of cooked shrimps, 2021



Top US importers of breaded shrimps, 2021



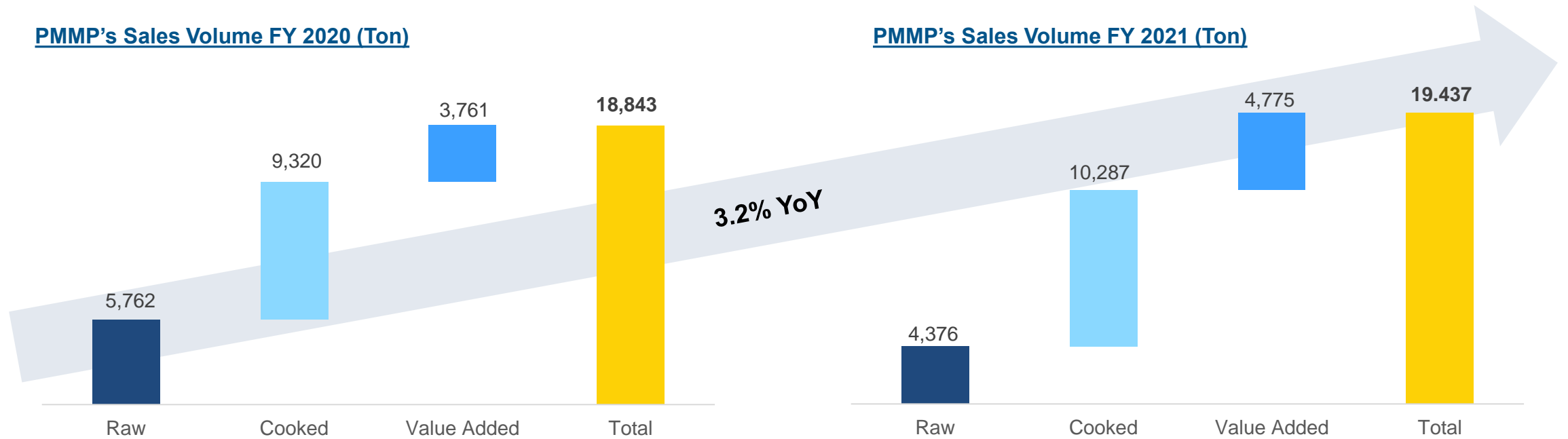
BUSINESS & FINANCIAL OVERVIEW

PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

Business and Financial Performance

PMMP's Sales Volume FY 2020 (Ton)

PMMP's Sales Volume FY 2021 (Ton)



Raw Product

Cooked Product

Value Added Product



-24.1%

10.5%

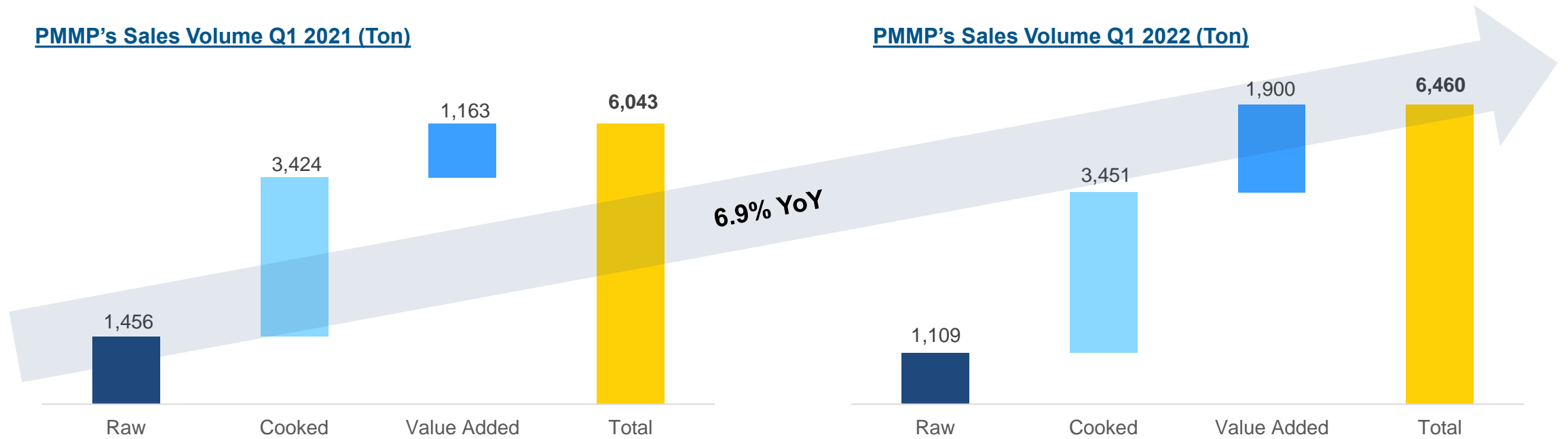
27.0%

PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

Business and Financial Performance

PMMP's Sales Volume Q1 2021 (Ton)

PMMP's Sales Volume Q1 2022 (Ton)



Raw Product

Cooked Product

Value Added Product



-23.9%

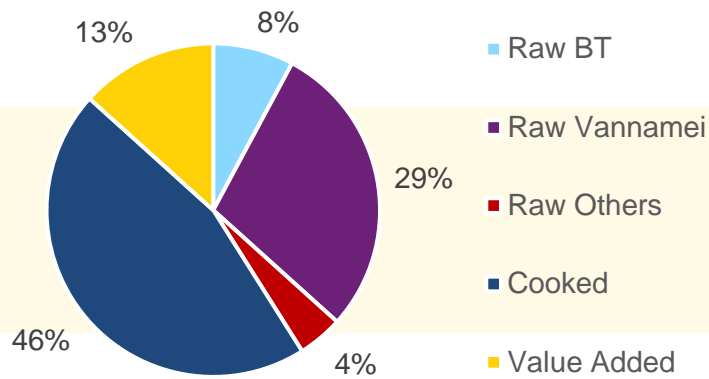
0.9%

63.5%

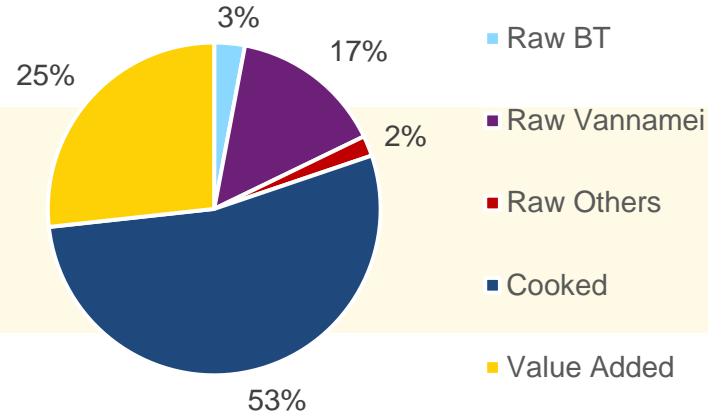
PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

Business and Financial Performance

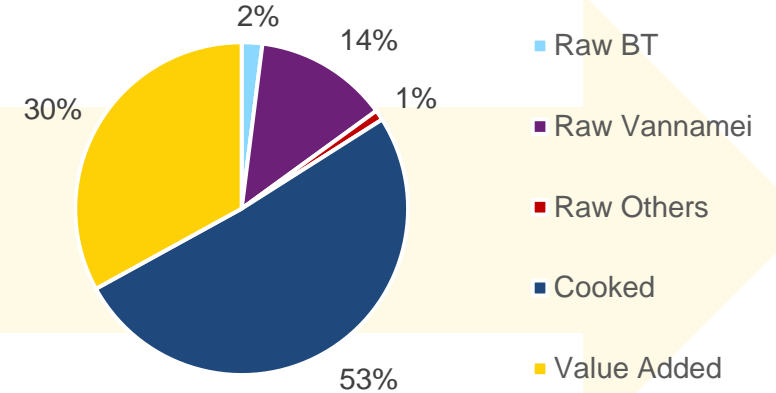
2019 Sales Volume



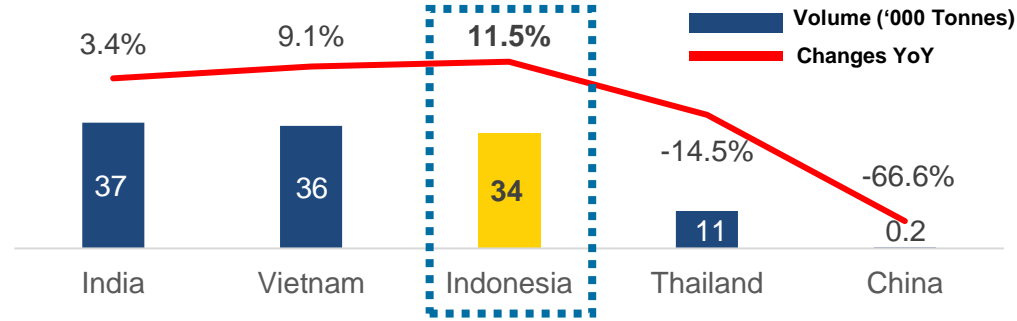
2021 Sales Volume



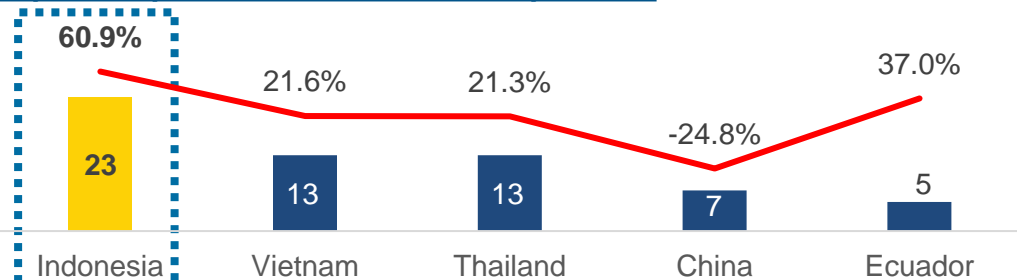
Q1 2022 Sales Volume



Top US importers of cooked shrimps, 2021



Top US importers of breaded shrimps, 2021

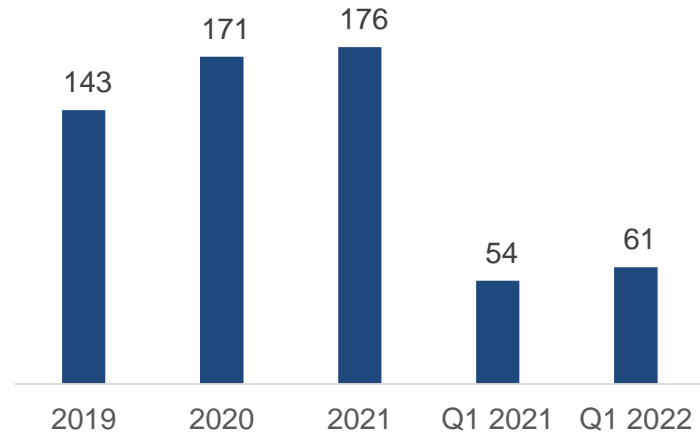


PMMP plans to be more focused in Vannamei **Value Added** and **Cooked** products as PMMP targets both to be at 83% from sales volume in 2022. These are due to factors as:

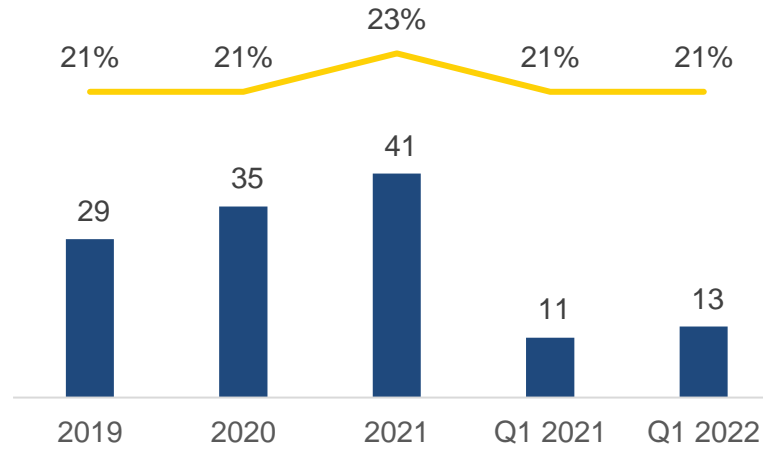
- PMMP sees that competition in Vannamei Raw products is facing a tough challenge from India due to their massive farm producing activities along the coastline. Such thin margins in this raw product makes PMMP planning to decrease this segment in the futures.
- PMMP sees opportunities from US-China Trade War. US imports of Chinese shrimps experienced a huge slump during 2019 and 2020 due to imposition of an additional tariff on Chinese imports. This can be fully exploited by other shrimp exporters to amass a significant share in Vannamei **Value Added** seafood products.

Business and Financial Performance

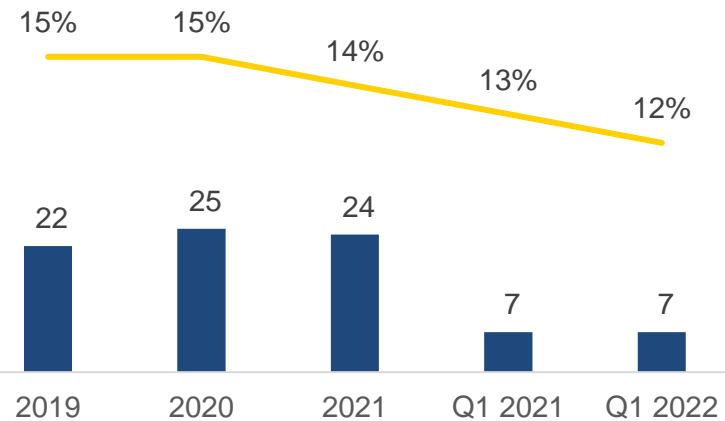
Net Sales (USD Mn)



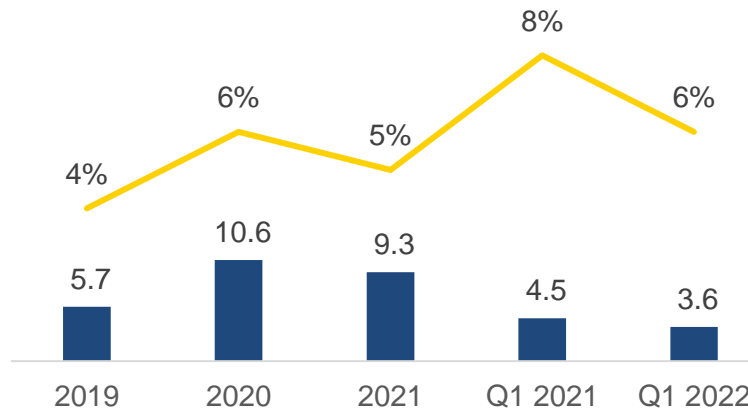
Gross Profit (USD Mn)



EBITDA (USD Mn)



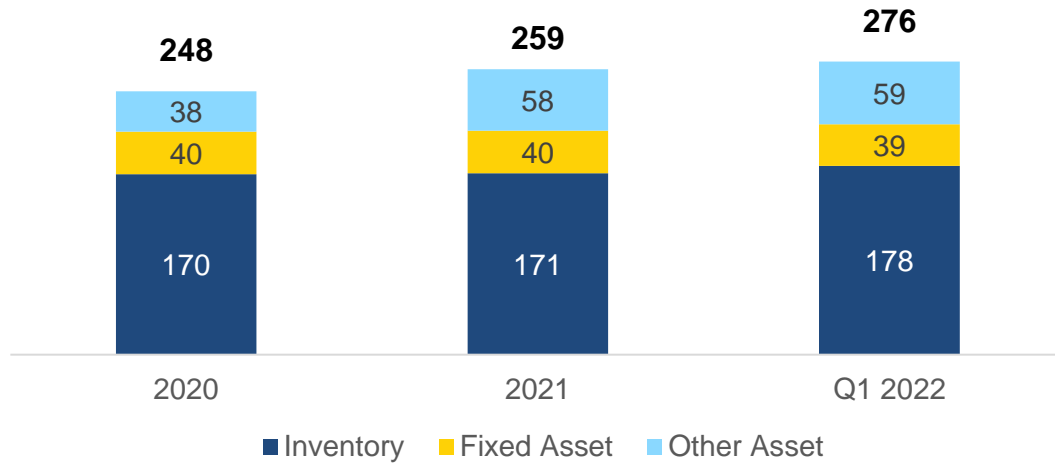
Net Income (USD Mn)



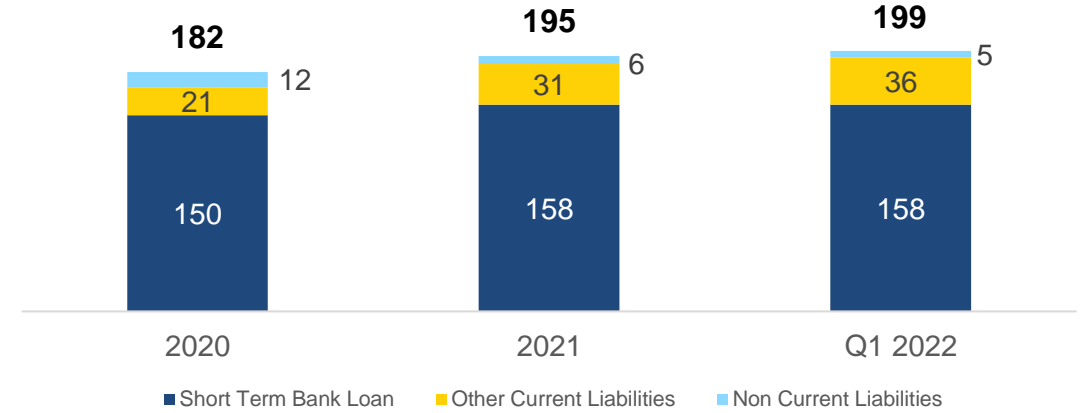
- Revenue increased 5.3% YoY on FY 2021 and 12.1% YoY on Q2 2022, as PMMP managed to increase its sales volume, strongly supported by resilient demand from United States and Japan aligned with the economic recovery from the pandemic.
- Higher Gross Profit and Gross Profit Margin, are impacted by higher sales volume and increasing portion of Value-Added sales volume in 2021 compared to last year.
- PMMP recorded lower EBITDA Margin in 2021 compared to 2020 figures, due to increase in shipping costs.
- Profit after tax decreased 12.7% YoY in FY 2021, resulted from lower income tax expense in 2020, resulted from higher operating expense.

Business and Financial Performance

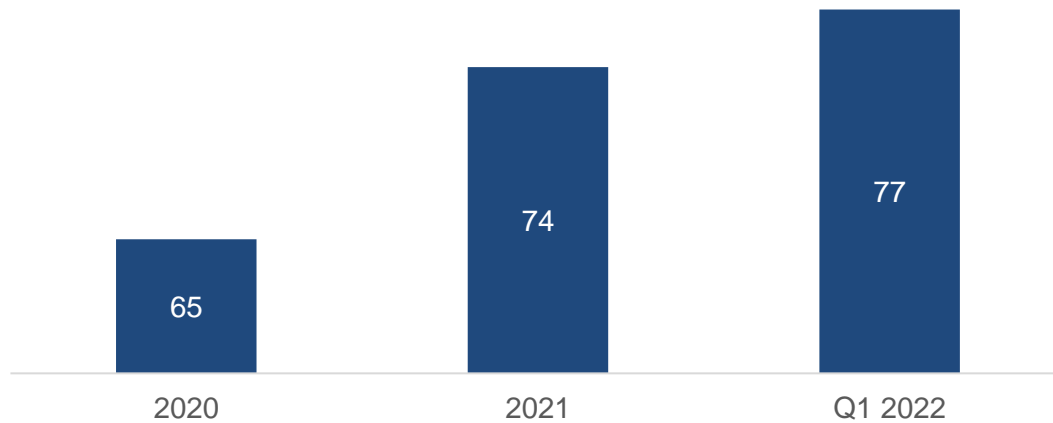
Assets (USD Mn)



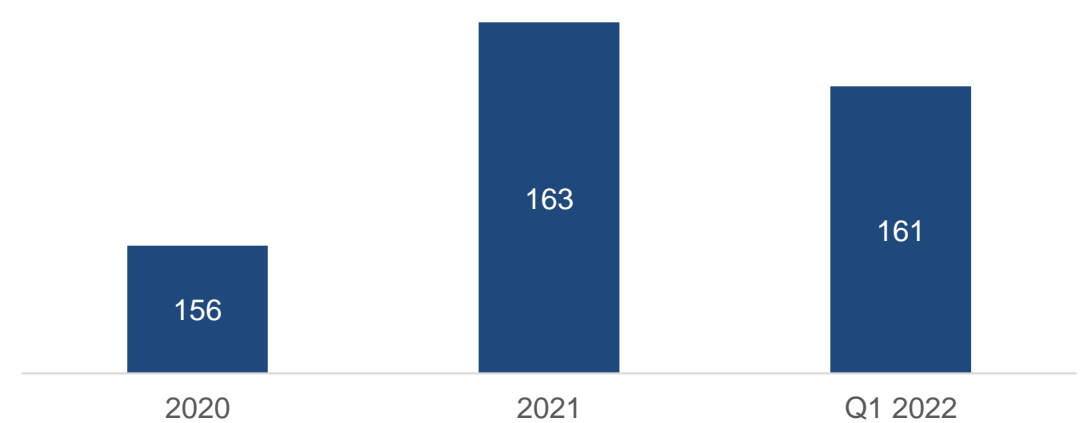
Liabilities (USD Mn)



Equity (USD Mn)



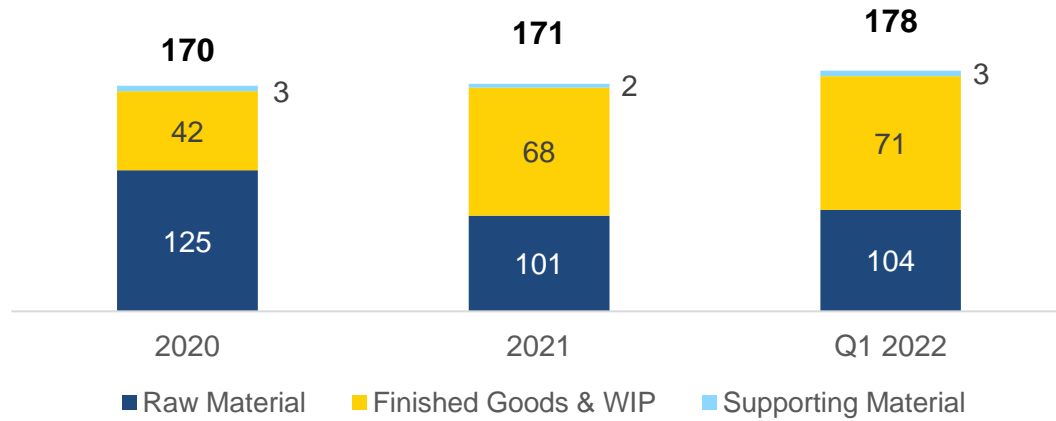
Interest Bearing Debt (USD Mn)



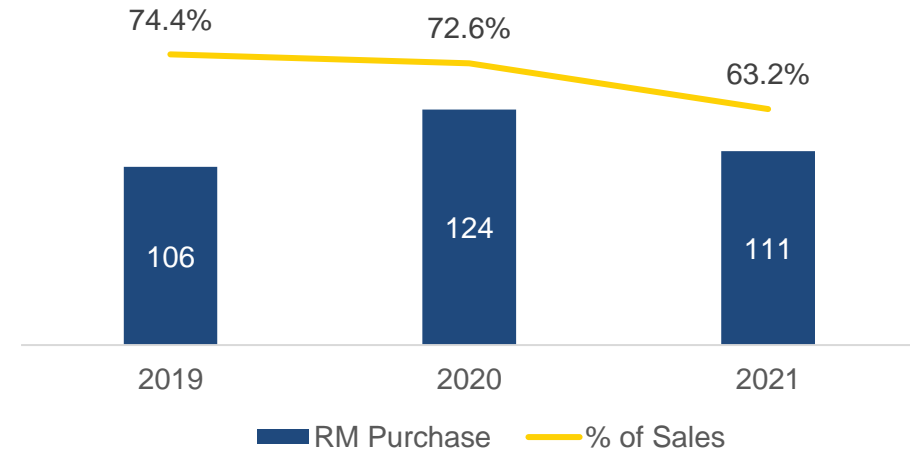
PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

Business and Financial Performance

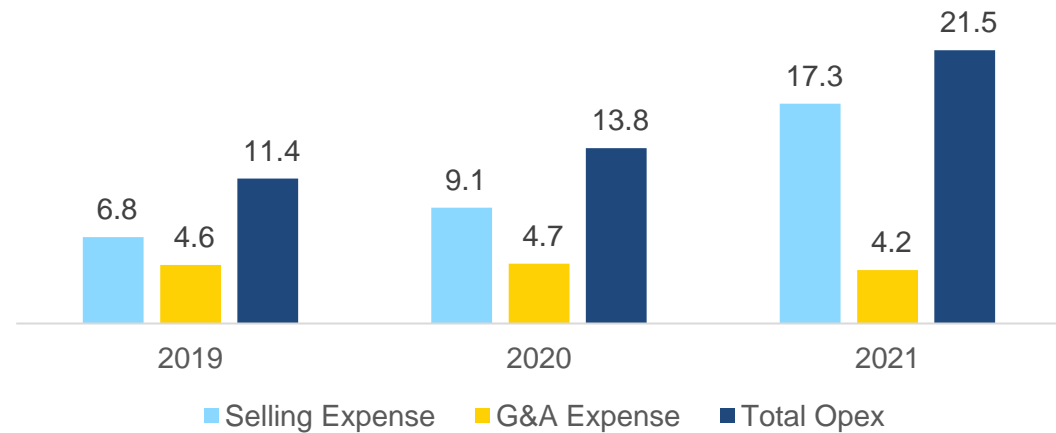
Inventory Level (USD Mn)



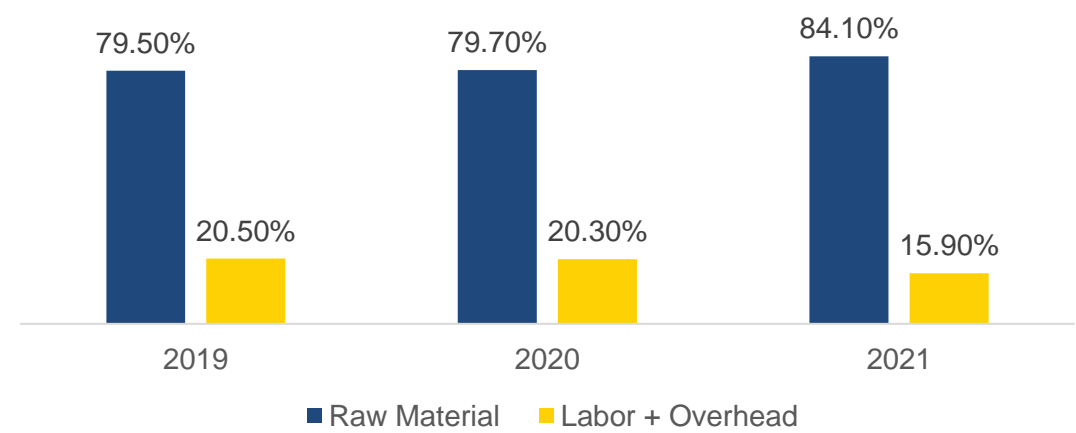
Operational Efficiency



Operating Expense (USD Mn)



Manufacturing Expense Composition



THANK YOU

For Further Information, kindly contact:

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